

## Message Text

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PAGE 01 SOFIA 00263 060702Z

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ACTION EUR-12

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TO USDOC WASHDC  
INFO SECSTATE WASHDC 775  
AMEMBASSY VIENNA

UNCLAS SOFIA 0263

USDOC FOR BEWT  
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E.O. 11652: N/A  
TAGS: BEXP, BU  
SUBJECT: PLOVDIV 76: OPPORTUNITIES IN THE CHEMICAL INDUSTRY

REF: (A) SOFIA 0182; (B) STATE A-2283 OF APRIL 2, 1975

1. TO ASSIST US IN RECRUITING FOR PLOVDIV FAIR,  
AMBASSADOR CALLED ON FIRST DEPUTY MINISTER OF CHEMICAL  
INDUSTRY PETUR TSIBRANSKI FEBRUARY 3 TO LEARN AREAS IN  
BULGARIAN CHEMICAL INDUSTRY WHERE GREATEST INTEREST  
EXISTS IN DOING BUSINESS WITH U.S. FIRMS. TSIBRANSKI  
STATED THAT PLOVDIV PARTICIPATION COULD BE VERY  
USEFUL FOR CONTINUING ALREADY ESTABLISHED CONTACTS  
AS WELL AS MAKING NEW ONES IN AREAS THAT HE SPECIFIED.  
WHILE HE MADE NO ATTEMPT TO DIFFERENTIATE BETWEEN THOSE  
ITEMS MORE SUITABLE FOR PLOVDIV AND THOSE WHICH COULD  
BE PURSUED OUTSIDE FAIRGROUND ENVIRONMENT, SOME OF  
ITEMS HE MENTIONED ARE NEW AND INTERESTING.  
ATTENTION IS ALSO INVITED TO REPAIR AND PREVIOUS.

2. BULGARIA IS INTERESTED IN PLANTS FOR THE  
PRODUCTION AND LARGE-SCALE PROCESSING OF PLASTIC  
MATERIALS INCLUDING SUCH POLYMERS AS POLYURETHANE,  
POLYPROPYLENE, POLYETHYLENE, ANDNTOLYVINYL CHLORIDE.  
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PAGE 02 SOFIA 00263 060702Z

POLYPROPYLENE PLANT NEGOTIATIONS ARE WELL ALONG,

BUT FOR THAT VERY REASON BULGARIA IS PARTICULARLY INTERESTED IN OBTAINING TECHNOLOGY ON A PRIORITY BASIS FOR APPLICATIONS OF POLYPROPYLENE FIBERS FOR TECHNICAL PURPOSES. PRODUCTION OF BI-AXIALLY ORIENTED CELLOPHANE FOILS USED AS PACKAGING MATERIALS FOR FOODSTUFFS AND OTHER PURPOSES IS ALSO OF GREAT INTEREST; THESE FOILS COULD USE POLYMERS BOTH IN PURE OR COMBINED FORM.

3. IN PHARMACEUTICALS BULGARIA HAS CONTACTS BUT REMAINS INTERESTED IN PROCESSING LINES FOR CERTAIN ANTI-BIOTICS AND FOR PRODUCTION OF VITAMINS C AND E. BULGARIA HAS LARGE QUANTITIES OF RAW MATERIALS FOR PRODUCTION OF COSMETICS AND PERFUMES BUT SEEKS LICENSING FOR PRODUCTION OF SYNTHETIC AROMATIC SUBSTANCES. BULGARIA IS INTERESTED IN LICENSING FOR PRODUCTION OF BOTH BIOLOGICAL AND PURE CHEMICAL SUBSTANCES FOR PLANT PROTECTION, AND WHILE FOREIGN FIRMS HAVE NOT BEEN ACTIVE PKN FOLLOWING UP ON THESE POSSIBILITIES, MINISTRY OFFICIALS ARE LOOKING FOR THE RIGHT CONNECTION IN THIS AREA.

4. TSIBRANSKI ALSO INDICATED BULGARIA'S INTEREST IN PLANTS FOR PRODUCTION OF POLYACRYLIC NITRYL FIBERS AND PHOSPHORIC GYPSUM PROCESSING. BULGARIA MAY NEED ASSISTANCE IN ACHIEVING MAXIMUM USAGE OF ITS SODIUM CHLORINE PRODUCTION, AND IS INTERESTED IN THE PROCESS OF REGENERATING HYDROGEN CHLORIDE TO CHLORINE. HE NOTED THAT JUST BEFORE THE PLOVDIV FAIR A SYMPOSIUM WOULD BE HELD ON PRODUCTION OF PLASTIC MATERIALS AND POLYMERS, AND INDICATED U.S. FIRMS MIGHT USEFULLY PARTICIPATE. HE ALSO STATED BULGARIA'S SPECIFIC INTEREST IN ADDITIVES WITH SPECIFIC APPLICATIONS FOR MACHINE BUILDING AND NOTED THAT WHILE RUBBER WAS NOT A PROMISING FIELD, THE TECHNOLOGY FOR POLYISOPRENES AND POLYISOPRENE RUBBER IS OF INTEREST.  
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